

Message Text

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11

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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P R 030750Z MAR 76
FM AMEMBASSY KABUL
TO USDOC PRIORITY
AMEMBASSY TEHRAN PRIORITY
SECSTATE WASHDC 6472

UNCLAS KABUL 1624

E.O. 11652: N/A
TAGS: BEXP, AF
SUBJ: KANDAHAR CEMENT

REFS: A) KABUL 1538 B) TEHRAN 2013 C) STATE 49770

1. TELEGRAMS FROM FULLER COMPANY IN TEHRAN AND US RECEIVING MORNING OF MARCH 2 AND PASSED TO ENGINEER TOUFIQUI. TOUFIQUI SUBMITTED TELEGRAMS TO CABINET MEETING AFTERNOON OF MARCH 2. CABINET, ACCORDING TO TOUFIQUI, DID NOT APPROVE FULLER BID. HOWEVER, CABINET GRANTED TOUFIQUI AND FULLER FOUR WEEKS' TIME TO PREPARE AND SUBMIT A FULL PROPOSAL FOR KANDAHAR CEMENT PLANT WITH A FIRM COST FIGURE. NO LETTER OF INTENT WILL BE ISSUED UNTIL FULL PROPOSAL RECEIVED AND APPROVED BY CABINET.

2. TOUFIQUI REQUIRES FROM FULLER IN NEXT TWO OR THREE DAYS A TELEGRAM STATING THAT FULLER WILL SUBMIT A FULL PROPOSAL WITHIN FOUR WEEKS. HE NOTED THAT FULLER BID DID NOT INCLUDE DUST COLLECTING EQUIPMENT AND ASKED THAT THIS EQUIPMENT BE INCLUDED AS PART OF THE BID.

3. EVIDENTLY, GOVERNMENT OF AFGHANISTAN IS NOT GOING TO

SELECT A CONTRACTOR FOR KANDAHAR CEMENT UNTIL IT HAS AN ABSOLUTELY FIRM PRICE FOR TURNKEY PROJECT. WE SUSPECT THAT GOA DIFFICULTY IN ACCEPTING ANY QUALIFIED OFFER IS BASED ON ITS EARLIER EXPERIENCE WITH A CZECH BID FOR KANDAHAR CEMENT PLANT WHICH WAS ACCEPTED BY CABINET. CZECHS SUBSEQUENTLY RAISED
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THEIR PRICE ON THE PROJECT AND NEGOTIATIONS WERE BROKEN OFF.

AFGHANS MAY BE AFRAID THAT IF THEY ACCEPT FULLER BID WITH QUALIFICATIONS, FULLER WILL, AFTER STUDY, COME IN WITH A SIGNIFICANTLY HIGHER COST CALCULATION.

4. REQUEST USDOC AND EMBASSY TEHRAN TO PASS SUBSTANCE TO G. LABELLE, MANAGER, CEMENT PROCESSES, FULLER COMPANY, CATASQUA, PA., AND FARHAD AZIMZ, FULLER REP, TEHRAN.

4. MUCH APPRECIATE DEPARTMENT'S AND TEHRAN'S EXPEDITIOUS HANDLING OF OUR REFTTEL.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 MAR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976KABUL01624
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760080-0605
From: KABUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t197603100/aaaadkjk.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 KABUL 1538, 76 TEHRAN 2013, 76 STATE 49770
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 14 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 JUN 2004 by fisherem>; APPROVED <16 DEC 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KANDAHAR CEMENT
TAGS: BEXP, AF
To: COM
STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006